

Message Text

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PAGE 01 STATE 032437

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INFO OCT-01 ISO-00 /011 R

DRAFTED BY S/S-O:RELTZ

APPROVED BY S/S-O:RELTZ

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FM SECSTATE WASHDC

TO USDEL RIYADH IMMEDIATE

C O N F I D E N T I A L STATE 032437

STADIS

FOLLOWING SENT ACTION JIDDA FROM STATE FEB 12

QUOTE CONFIDENTIAL STATE 32437

STADIS

E.O. 11652:GDS

TAGS: MASS, SA, US

SUBJECT:REIMBURSEMENT OF U.S. SECURITY ASSISTANCE SERVICES

TO SAUDI ARABIA

REF: (A) JIDDA 893; (B) STATE 28365

FOR AMBASSADOR FROM ACTING ASSISTANT SECRETARY SOBER

1. APPRECIATE HAVING YOUR VIEWS (REF A) OF IMPORTANCE
PRESENTATION USMTM SALES CASE. BY NOW YOU SHOULD HAVE
REF B, WHICH OUTLINES OUR OVERALL VIEW OF HOW REIMBURSEMENT
PROBLEM MIGHT BEST BE APPROACHED.

2. THE THOUGHT BEHIND THIS APPROACH IS SIMPLE, EVEN IF THE
LANGUAGE NEEDED TO DESCRIBE IT IN DETAIL MAY NOT BE. WE
HAVE WANTED TO AVOID PUTTING YOU IN THE POSITION OF
APPROACHING THE SAG ON THREE OR FOUR SEPARATE OCCASIONS
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PAGE 02 STATE 032437

FOR APPROVAL OF REIMBURSEMENT OF ONE OR ANOTHER ASPECT OF

OUR ADVISORY AND TRAINING ASSISTANCE. I THINK YOU WOULD AGREE THAT TOO OFTEN IN THE PAST WE HAVE BEEN FORCED TO ASK YOU TO GO BACK TO THE SAUDIS WITH PRICE RISES, REVISIONS, AND CHANGED SPECIFICATIONS OR DELIVERY TIMES ON FMS CASES, AND YOUR OWN REPORTING OF SAUDI REACTION TO THIS KIND OF THING HAS SENSITIZED US TO THE NEED TO MAKE A SPECIAL EFFORT TO FORESEE FUTURE NEEDS WHEN WE FORMULATE FMS PROPOSALS. THAT IS WHAT WE ARE TRYING TO DO

HERE. WERE YOU TO PRESENT CASE UNZ NOW, IT WOULD IN RELATIVELY SHORT ORDER BE FOLLOWED BY AN FMS CASE FOR THE TAFT SUPPORT PACKAGE, CASES FOR THE TAFTS THEMSELVES, AND EVENTUALLY A CASE INVOLVING SAUDI REIMBURSEMENT OF SOME (OR ALL) OF USMTM PERSONNEL COSTS.

3. OBVIOUSLY YOU ARE THE BEST JUDGE OF WHAT THE TRAFFIC WILL BEAR. IF YOUR JUDGEMENT IS THAT WE WOULD ACCOMPLISH MORE TOWARD OUR OVERALL OBJECTIVE BY PRESENTING VARIOUS ASPECTS OF REIMBURSEMENT PIECEMEAL, WE WOULD NOT BE INCLINED TO FORCE OUR ASSESSMENT OF POSSIBLE SAUDI REACTION ON YOU. I RECOGNIZE THAT CASE UNZ IS A BIRD IN HAND, AND WE ARE ONLY OFFERING ONE IN THE BUSH; BUT I AM CONVINCED THAT WE CAN PRODUCE A BETTER LONG-TERM PACKAGE, AND ASK THAT YOU GIVE THE PROPOSITION IN REF B YOUR FULLEST CONSIDERATION.

4. WE HAD OCCASION TO DISCUSS THIS IN SOME DETAIL WITH BG HILL'S SUCCESSOR, BG AHMANN, DURING HIS RECENT BRIEFING CALLS IN THE DEPARTMENT. HIS REACTION TO THE APPROACH IN REF B WAS POSITIVE. INGERSOLL
UNQUOTE INGERSOLL

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 FEB 1975
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: johnsorg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE032437
Document Source: CORE
Document Unique ID: 00
Drafter: O:RELTZ
Enclosure: n/a
Executive Order: RR
Errors: N/A
Film Number: n/a
From: SECSTATE WASHDC
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750244/aaaabndh.tel
Line Count: 92
Locator: TEXT ON-LINE
Office: ORIGIN SS
Original Classification: CONFIDENTIAL
Original Handling Restrictions: STADIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: STADIS
Reference: 75 JIDDA 893, 75 STATE 28365
Review Action: RELEASED, APPROVED
Review Authority: johnsorg
Review Comment: n/a
Review Content Flags:
Review Date: 19 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 AUG 2003 by BoyleJA>; APPROVED <04 DEC 2003 by johnsorg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: REIMBURSEMENT OF U.S. SECURITY ASSISTANCE SERVICES TO SAUDI ARABIA
TAGS: MASS, SA, US
To: RIYADH
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006